

**Appendix C**  
**RFP 2011-05**  
**Network Equipment & Services (Brocade)**

<b>Product Category</b>	<b>Delivery Lead Time (In Days ARO)</b>	<b>Spend (Per order)</b>	<b>State Discount % (Off Publically Available Price List)</b>	<b>Academic Discount % (Off Publically Available Price List)</b>
<b>Switches</b>		\$0-\$100,000	41.5	41.5
		\$100,001- \$250,000	43.0	43.0
		\$250,001- \$375,000	44.0	44.0
		\$375,001- \$500,000	45.0	45.0
		\$500,001- Plus	46.0	46.0
<b>Routers</b>		\$0-\$100,000	42.0	41.0
		\$100,001- \$250,000	45.0	45.0
		\$250,001- \$375,000	46.0	46.0
		\$375,001- \$500,000	47.0	47.0
		\$500,001- Plus	47.0	47.0
<b>Security (Firewalls)</b>		\$0-\$100,000	42.0	41.0
		\$100,001- \$250,000	46.0	46.0
		\$250,001- \$375,000	46.0	46.0
		\$375,001- \$500,000	47.0	47.0
		\$500,001- Plus	47.0	47.0
<b>Wireless</b>		\$0-\$100,000	42.0	42.0
		\$100,001- \$250,000	43.0	43.0
		\$250,001- \$375,000	44.0	44.0
		\$375,001- \$500,000	45.0	45.0
		\$500,001- Plus	46.0	46.0
<b>Maintenance</b>		\$0-\$100,000	20.0	20.0
		\$100,001- \$250,000	20.0	20.0
		\$250,001- \$375,000	21.0	21.0
		\$375,001- \$500,000	21.0	21.0
		\$500,001- Plus	22.0	22.0
<b>Other Applicable</b>		\$0-\$100,000	41.0	41.0
<b>Products</b>		\$100,001- \$250,000	43.0	43.0
<i>Network Equipment</i>		\$250,001- \$375,000	44.0	44.0
<i>Related Software</i>		\$375,001- \$500,000	45.0	45.0
		\$500,001- Plus	46.0	46.0

**Brocade Pricelist:** [www.daly.com/partners/brocade](http://www.daly.com/partners/brocade)

**Delivery Terms:** FOB Destination.

**Additional discounts may be available based on the scope of work and available promotion programs / incentive programs.**

**Appendix C**  
**RFP 2011-05**  
**Network Equipment & Services (Brocade)**

<b>Service Description</b>	<b>Hourly Rate</b> <i>(Normal business hours- 8am to 5pm)</i>	<b>Hourly Rate</b> <i>(After normal business hours)</i>
Network equipment architecture and design services	<b>145</b>	<b>217.5</b>
Equipment initial installation/configuration services	<b>125</b>	<b>187.5</b>
Equipment update/upgrade services	<b>125</b>	<b>187.5</b>
Equipment repair services	<b>85</b>	<b>127.5</b>
Technical support services <i>(Standard) - Return Call within 4 hours</i>	<b>85</b>	<b>127.5</b>
Technical support services <i>(Premium) - Return Call within 1 hour</i>	<b>100</b>	<b>150</b>
Engineering services <i>(Standard) - Next Business Day Onsite Response</i>	<b>125</b>	<b>187.5</b>
Engineering services <i>(Premium) - Same Business Day Onsite Response</i>	<b>145</b>	<b>217.5</b>
Training	<b>125</b>	<b>187.5</b>

*\*The rates indicated in the hourly rate columns are a "not-to-exceed" price.*

*\*Supplier shall provide specifications for Standard and Premium services listed above.*

**Appendix C**  
**RFP 2011-05**  
**Network Equipment & Services (Aruba Networks)**

<b>Product Category</b>	<b>Delivery Lead Time (In Days ARO)</b>	<b>Spend (Per order)</b>	<b>State Discount % (Off Publically Available Price List)</b>	<b>Academic Discount % (Off Publically Available Price List)</b>
<b>Switches</b>		\$0-\$100,000	37	37
		\$100,001- \$250,000	38	38
		\$250,001- \$375,000	39	39
		\$375,001- \$500,000	41	41
		\$500,001- Plus	42	42
<b>Routers</b>		\$0-\$100,000	36	36
		\$100,001- \$250,000	39	39
		\$250,001- \$375,000	41	41
		\$375,001- \$500,000	43	43
		\$500,001- Plus	45	45
<b>Security (Firewalls)</b>		\$0-\$100,000	36	36
		\$100,001- \$250,000	39	39
		\$250,001- \$375,000	41	41
		\$375,001- \$500,000	43	43
		\$500,001- Plus	45	45
<b>Wireless</b>		\$0-\$100,000	36	36
		\$100,001- \$250,000	37	37
		\$250,001- \$375,000	38	38
		\$375,001- \$500,000	39	39
		\$500,001- Plus	41	41
<b>Maintenance</b>		\$0-\$100,000	8	8
		\$100,001- \$250,000	8	8
		\$250,001- \$375,000	8	8
		\$375,001- \$500,000	9	9
		\$500,001- Plus	10	10
<b>Other Applicable</b>		\$0-\$100,000	36	36
<b>Products</b>		\$100,001- \$250,000	37	37
<i>Network Equipment</i>		\$250,001- \$375,000	38	38
<i>Related Software</i>		\$375,001- \$500,000	40	40
		\$500,001- Plus	43	43

**Aruba Networks Pricelist:** [www.daly.com/partners/arubanetworks](http://www.daly.com/partners/arubanetworks)

**Delivery Terms:** FOB Destination.

**Additional discounts may be available based on the scope of work and available promotion programs / incentive programs.**



**Appendix C**  
**RFP 2011-05**  
**Network Equipment & Services (Aruba Networks)**

<b>Service Description</b>	<b>Hourly Rate</b> <i>(Normal business hours- 8am to 5pm)</i>	<b>Hourly Rate</b> <i>(After normal business hours)</i>
Network equipment architecture and design services	145	217.5
Equipment initial installation/configuration services	125	187.5
Equipment update/upgrade services	125	187.5
Equipment repair services	85	127.5
Technical support services <i>(Standard) - Return Call within 4 hours</i>	85	127.5
Technical support services <i>(Premium) - Return Call within 1 hour</i>	100	150
Engineering services <i>(Standard) - Next Business Day Onsite Response</i>	125	187.5
Engineering services <i>(Premium) - Same Business Day Onsite Response</i>	145	217.5
Training	125	187.5

*\*The rates indicated in the hourly rate columns are a "not-to-exceed" price.*

*\*Supplier shall provide specifications for Standard and Premium services listed above.*